

Message Text

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PAGE 01 AMMAN 02380 130815Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----087391 130835Z /13
R 130545Z MAR 78
FM AMEMBASSY AMMAN
TO USDOC WASHDC
INFO SECSTATE WASHDC 5402

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E.O. 11652: N/A
TAGS: BPRO, EMIN
SUBJECT: MARKETING ARRANGEMENTS FOR JORDAN FERTILIZER INDUSTRY

REF: AMMAN 345

1. REFTEL REPORTS PROSPECTIVE MARKETING ARRANGEMENT WITH MITSUBISHI FOR PHOSPHATIC FERTILIZERS TO BE PRODUCED BY JORDAN PHOSPHATE FERTILIZER INDUSTRIES COMPANY (JPFI). SENIOR JPFI OFFICIAL HAS ADVISED EMBASSY THAT COMPANY WISHES TO CONSIDER ALTERNATIVE MARKETING ARRANGEMENTS, INCLUDING POSSIBLE DIVISION OF MARKETING RESPONSIBILITIES BETWEEN SEVERAL FIRMS.

2. EMBASSY HAS BEEN ASKED TO PROVIDE JPFI WITH NAMES OF AS MANY AS HALF DOZEN EXPERIENCED US COMPANIES CAPABLE OF MARKETING JPFI PRODUCTS, I.E. AT FULL PRODUCTION SOME 600,000 TONS ANNUALLY OF DI-AMMONIUM PHOSPHATE (DAP) AND TRIPLE SUPER PHOSPHATE (TSP). SUBSEQUENTLY, JPFI MAY WISH TO INITIATE CONTACT WITH FIRMS IDENTIFIED. JPFI HAS ALREADY HAD PRELIMINARY CONTACT WITH WOODWARD AND DICKERSON OF BOSTON.

3. ACTION REQUESTED: USDOC TO PROVIDE US WITH LIST OF HALF DOZEN OR SO US COMPANIES MOST CAPABLE OF UNDERTAKING
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MARKETING FOR JPFI AND ADVISE IF WOODWARD AND DICKERSON IS AMONG THEM. FIRMS SHOULD NOT REPEAT NOT BE INFORMED OF PROSPECTIVE INTEREST AT THIS TIME AS JPFI AT THIS POINT STILL EXPECTS TO REACH AGREEMENT WITH MITSUBISHI AND HAS NOT MADE FINAL DECISION TO ENTER DISCUSSION WITH OTHER MARKETING FIRMS.
PICKERING

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Message Attributes

Automatic Decaptioning: X
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Concepts: FERTILIZER INDUSTRY
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Draft Date: 13 mar 1978
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Decaption Note:
Disposition Action: RELEASED
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Disposition Case Number: n/a
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